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 Agence Régionale pour l'Agriculture et l'Alimentation

ECOWAP/PDDAA process by 2025

# Validation workshop of the Regional strategy and milk priority investment programme on local milk documents

By videoconference

May 29, 2020

## Workshop Report

IN PARTNERSHIP WITH:



WITH FINANCIAL SUPPORT OF:



AND THE TECHNICAL FACILITATION:



## 1. Introduction

1. Upon ECOWAS Commission initiative and through the Regional Agency for Agriculture and Food (RAAF), a validation meeting of the regional strategy and the regional support programme for local milk promotion documents was held on May 28, 2020 by videoconference in the framework of ECOWAP/ADP implementation (agricultural policy of West Africa).
2. This validation was aimed at sharing the content of these two documents with the participants and collecting their views in order to have a final validated version.
3. Were in attendance at the workshop : (i) representatives of ECOWAS Member States from the Ministry of Livestock, ECOWAS, WAEMU (UEMOA), CILSS, Hub Rural, CORAF, SWAC (ii) representatives of the 12 RFOs (ROPPA, APSS, RBM AFAO-WAWA, (iii) representatives of the private sector (Shepherd's Dairy), TFPs (EBID, AFD, WB, ADB, SDC) and NGOs working in the region (CARE, SNV, OXFAM, Local Milk Campaign).
4. The meeting was chaired by the Director of Agriculture and Rural Development, representing the Commissioner in charge of the ECOWAS Department of Agriculture, Environment and Water Resources who joined in the proceedings later.
5. Secretariat services were carried out by the Regional Agency for Agriculture and Food (RAAF). The attendance sheet is attached in the appendix.
6. The proceedings were conducted by videoconference with presentations of the regional strategy and priority investment programme documents, followed by discussions, before conclusions were drawn by the Commissioner in charge of the ECOWAS Department of Agriculture, Environment and Water Resources.

## 2. Opening Ceremony and Introductory Remarks Prior to Workshop Deliberations

7. Prior to the validation workshop deliberations, five speeches were delivered by representatives of the RFOs, AFD, SDC, European Union and finally DADR
8. **NGO AFAO/WAWA Regional President, Mrs. Khady Fall Tall**, speaking on behalf of the RFOs, welcomed the milk issue introduced on the regional agenda and the support provided by these RFOs to ECOWAS in the formulation of the strategy. The strategy validation initiative is to be welcomed in the sense that it aims at the region's self-sufficiency in milk. Recalling the stakes that milk imports can represent for the region, especially in this period of coronavirus crisis, she invited ECOWAS and all the actors involved to a common thinking with regards to food self-sufficiency in the region.
9. **Mr Jean René Cuzon, AFD Representative, Lead Partner of ECOWAP Donors' Group**, deemed it a pleasure to be associated with this initiative. After recalling the strategic importance

of the milk sector, he mentioned some initiatives that AFD has supported in this area, in countries of the region such as Ghana and Niger, which can help deepening current initiatives. Both in Northern and Southern countries, the milk sector faces many constraints and is weakened by production losses, especially in the context of Covid-19. It will therefore be necessary to think about the global food system, since milk is an important food item. The offensive should focus on the issues of collection and fodder organization. Finally, he concluded that taking private actors into account is important in the development of the strategy.

10. **Mr. Pascal Rouamba, SDC representative**, underlined the importance of the pastoral issue for Swiss cooperation in terms of support for pastoral organizations and the dynamic of economic development in this sector. Since milk is an important product in this sector, it is essential to develop all the chains into which fits all the target groups that work to promote and market this product. Given the fact that traditional actors (women and young people) tend to be sidelined in this field, the SDC's seeks to find ways and means to maintain and strengthen these traditional actors in the sector. Consequently, the milk offensive strategy should make room for concrete operational actions for its stimulation.
11. **The EU representative, Mr Marc Castéran**, welcomed the methodical progress made in developing the dairy sector in both urban and rural areas. For the harmonious development of this sector, the approach should be based on pooling research efforts, capitalization, taking into account the multiplier effects on the livestock economy and the dissemination of the best results. While recognizing the complexity of this approach due to the fragility of the sector, success factors remain the organizational rigour of the multi-actor approach and the adoption of a coherent and adapted regional policy.
12. **The ECOWAS Director of Agriculture and Rural Development, Mr Alain Sy Traoré**, before delivering his opening remarks, recalled that this date of May 28, 2020 marks the 45<sup>th</sup> anniversary of the creation of ECOWAS. He took this opportunity to pay tribute to the memory of illustrious Heads of States who worked tirelessly for the successful integration of ECOWAS States even though some challenges remain. He then expressed his gratitude to all the participants in their various capacities for their availability and the efforts made alongside ECOWAS in its struggle for the welfare of the people of the region.
13. Establishing the milk offensive strategy origins, the Director recalled the Yamoussokro meeting in 2009 at the end of which, it was recommended to develop a strategy around milk because of its strategic stakes. This strategy should make it possible to have a program designed in an inclusive manner based on successful experiences in the countries in order to tackle the problems in this sector.
14. Based on the implementation of this recommendation, two documents have been developed, including the strategy and the priority investment program and submitted to the participants to receive their contributions with a view to their finalization.

15. He wished to have fruitful discussions and very rich contributions for the improvement of the two documents before declaring open the work of validating the regional strategy and the regional priority investment program for local milk.
16. The submissions were given by Professor Abdoulaye Dieng on behalf of the Rural Hub team.

### 3. Presentation of "Local Milk Offensive" Strategy and Priority Investment Program Documents.

#### 3.1. Milk Offensive Strategy Document Presentation

17. The background focused on regional agricultural policy, defined the scope of interventions, the contribution of the ASPF sector (agro-sylvo pastoral and fisheries sector) to regional GDP, the importance of actors such as the strong involvement of women and family farms, and the worsening of the region's external dependence on certain foodstuffs supply, including milk.
18. The challenges identified are mainly linked to the low level of quantities collected, the weakness of the dairy industrial fabric, a domestic market dominated by imported dairy products, and the weak incentives in the business environment towards productive investments, as evidenced by the customs duty rates applied to products by the ECOWAS CET.
19. In terms of assets, opportunities and lessons learned, the changes in the regional market with its 400 million consumers by 2025, there is a regional market that is increasingly solvent and capable of supporting the development of local dairy sectors. In terms of opportunities, the factors highlighted are the political will of public decision-makers, the commitment of socio-professional organizations and NGOs; and the growing interest of large international firms.
20. The Strategy is structured around four areas of intervention, with a dozen components to enable address, through specific actions, all the links in the value chain of local milk in West Africa.
21. The vision is "a West Africa that emerges among the dairy basins of the African continent and gradually increases its contribution to regional trade in dairy products originating from the Community".
22. The aim will be to double local milk production by 2030; collect and process at least 25% of milk volumes from local livestock by the various categories of dairy industries, and make taxation and other trade defence measures on milk and dairy products (non-tariff barriers) incentives for the development of local milk value chains.
23. Four strategic axes are identified: (i) improving the productivity of local breeds, (ii) improving the collection and processing of local milk, (iii) improving market access for local dairy

products, and (iv) promoting an environment conducive for the local milk value chains promotion

### 3.2 Priority Investment Program Presentation

24. The presentation is structured mainly around :
- ✓ Objectives,
  - ✓ Expected impacts,
  - ✓ Components,
  - ✓ Results,
  - ✓ Models of entities to be scaled up,
  - ✓ Contribution to regional development and budget.
25. The general objective is to contribute to making West Africa one of the continent's dairy basins.
26. Specifically, it is about :
- **OS1:** Promoting and developing techno-economic entities models to improve the productivity of livestock systems ;
  - **OS2:** Promoting and developing models techno-economic entities for the collection, processing and marketing of local milk;
  - **OS3:** Promoting an environment conducive for the development of local milk sectors;
  - **SO4:** Ensure steering, coordination and facilitation of program implementation
27. In terms of expected effects, the strategy should make West Africa a dairy basin, especially double the regional production of local fresh milk by 2030 (from 5 to 10 billion litres), enabling to collect at least 25% of the local production of fresh milk for the benefit of the regional industrial fabric by 2030, giving incentives on taxation and other trade defences measures, and regulatory standards on milk and dairy products, including non-tariff barriers for the development of local milk value chains.
28. It focuses on the following four components:
- **C1.** Promoting and scaling up techno-economic entity models for livestock systems productivity improvement;
  - **C2.** Promoting and scaling up techno-economic entity models for collection, processing and marketing of local milk;
  - **C3.** Promoting a conducive environment for the development of the local milk sector;
  - **C4.** Steering, coordination and facilitation of program implementation
29. Fifteen models have been identified through capitalization with a view to scaling up: i) revolving funds and mechanisms for sustaining and securing the supply of livestock inputs, ii)

entrepreneurial fodder production units, iii) local veterinary services, iv) agro-pastoral fields school, v) artificial insemination campaigns, vi) family mini-dairy farms, vii) entrepreneurial intensive dairy farms, viii) bulk purchasing of exotic animals, ix) multi-service collection centres for local milk, x) mini-dairies for processing local milk, xi) SMI-SMEs for processing local milk, xii) innovation platforms for actors in the dairy sector, xiii) territorial networks in dairy basins and structuring around dairy industries, xiv) pastoral units to secure traditional extensive livestock farming systems, xv) livestock insurance for better security of dairy farming.

30. These models will have to be massively replicated in order to achieve an additional production of more than 5 billion litres of milk, a collection capacity of more than 4 billion litres of milk and more than 557,250 jobs created. The estimated cost of the program over a ten-year period is USD 4,904,845,000.

## 4. Summary of Discussions and Recommendations

31. After congratulating ECOWAS and the Rural Hub for the quality of the documents and presentations, participants engaged ECOWAS on several points to be taken into account in the final versions of the documents. These are essentially contributions to enrich the models presented, refine the approach, and maximize the impacts.

### 4.1 About the Strategy and General Observations

Concerning the strategy and general observations:

- Considering an important place for the private sector in the overall strategy and implementation of the priority program of the milk offensive;
- Mainstreaming gender better, especially women and young people at all links of the local milk value chains;
- Strengthening insurance services by drawing inspiration from the pilot models developed by some donors;
- Prospecting territorial management of natural resources as well as land tenure security in livestock feed since most of the milk comes from pastoral livestock;
- Including the problem of fresh milk conservation in the plan's investment priorities;
- Incorporating communication and dissemination into the actions;
- Taking into account the size of the countries in the chain for budget calibration per country;
- Developing an information system and decision-making tools for the benefit of milk producers (food balance sheet, availability and access to livestock statistics: livestock numbers, livestock economics, etc.);
- Providing for an indicator on the contribution of women and young people in the milk value chain;
- Clarifying the role of the countries in the operationalization of the strategy and the priority milk investment program, otherwise how the strategy is implemented at the national level and at the level of the RFOs.

## 4.2 About the Priority Investment Program

32. The various contributions have been grouped under four components of the program.

### **Component 1: Promotion and scaling up of techno-economic entity models for livestock systems productivity improvement**

- Prospecting the ESOP model (service company and producer organization model) developed in Togo and Benin around the cereal and soybean chains, which facilitates the participation of producers as shareholders in all links of the value chains and which would make it possible to limit certain difficulties ;
- Taking into account gender, especially women and youth at all links of the local milk value chains;
- Taking into account milk production of goats, which shows great potentials today;
- Strengthening the participation of livestock owners in animal health in the context of community-based services models;
- Developing and promoting insemination management and monitoring tools to control the genetic map in the dairy potential improvement model;
- Leveraging on renewable energies (biogas with animal waste) in dairy farms aimed at reducing energy bills;
- Prospecting territorial management of natural resources and land security in livestock feed as most of the milk comes from pastoral farming;
- Making available local breeds with high milk production.

### **Component 2: Promoting and scaling up techno-economic entities models for collection, processing and marketing of local milk**

- Leveraging on renewable energies (biogas with animal waste) in dairy farms aimed at reducing energy bills;
- Including the problem of fresh milk conservation in the investment priorities of the plan;
- Incorporating communication and dissemination into the actions;

### **Component 3: Promoting an environment conducive to the development of local milk sector.**

- Strengthening insurance services based on pilot models developed by some donors;
- Promoting an incentivised environment for the development of milk value chains (customs duties, milk collection quotas for multinationals, standardization, quality control, promotion of research);
- Developing and promoting insemination management and monitoring tools to control the genetic map in the model for milk potential improvement;
- Leveraging on renewable energies (biogas with animal waste) in dairy farms in order to reduce the energy bill;
- Prospecting territorial management of natural resources and land security in animal feed as most of the milk comes from pastoral farming;

- Incorporating communication and dissemination into the actions;

#### **Component 4: Steering, coordination and facilitation of program implementation**

- Developing an information and decision-making support system for milk producers ;
- Providing an indicator on the contribution of women and young people in the milk value chain;
- Taking into account decision-making tools, such as the animal feed balance sheet and the availability of and access to livestock statistics (livestock numbers, livestock economics).
- Promoting digital tools and beneficiary targeting.

### **5. Conclusions and Recommendations**

33. At the end of the discussions, and in the light of the clarifications provided by HUB RURAL and ECOWAS, the participants adopted the strategy and priority investment program documents subject to the following recommendations being taken into account:

▪ ***At the level of the strategy document:***

- Insisting on the development model to be promoted, while giving room to small producers with small livestock like Kenya and India.
- Reinforcing incentives for the development of local dairy sectors, by insisting on : (i) the need to re-categorize dairy products in the fifth band of the CET, (ii) the introduction of complementary trade defence measures, in particular the obligation on multinationals setting up processing units to collect a quota of local fresh milk;
- Emphasizing the role to be played by the private sector in financing and implementing the strategy.

▪ ***At the level of the Priority Investment Program:***

- Prioritizing the models to be promoted with a limited number of integrated value chains;
- Reviewing the budgeting process by rebalancing as much as possible the resources allocated to the different components;
- Refining the program's steering system and mechanism.

▪ ***For ECOWAS:***

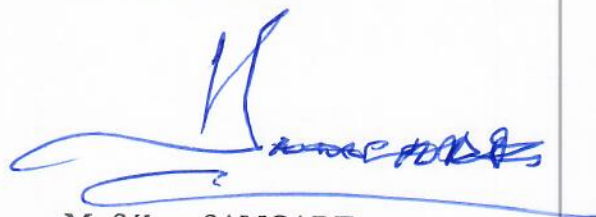
- Facilitating the national implementation of the priority investment strategy and program ;
- Facilitating the implementation of pilot projects carried by stakeholders, including those carried by groups of countries.

## 6. Closing Ceremony

34. After thanking the participants, the Director of Agriculture and Rural Development, Mr Alain Sy Traoré, on behalf of the Commissioner for Agriculture, Environment and Water Resources, closed the proceedings.

On May 28, 2020

**The President**



**Mr Sékou SANGARE**

ECOWAS Commissioner in charge of  
Agriculture, Environment and Water Resources



**Appendix 1**

**The Regional Strategy and Regional Program on local milk within the framework of the implementation of the West African Agricultural Policy (PRAOP/ECOWAP) Validation Workshop Attendance list of the**

**Attendance sheet**

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44		Christiana Onyegbule		
45		CONGO Issa		
46		DIALLO		
47		DJAUGA Boubacar		
48		Aissatou BALDER		
49		Mariame Maïga		

50		Morlu Korsor			
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